

VIRGINIA REAL ESTATE BOARD
EDUCATION COMMITTEE MEETING REPORT

January 24, 2007

The Real Estate Board Education Committee met on Wednesday, January 24, 2007 at the Department of Professional and Occupational Regulation, Richmond, Virginia.

Committee Members present: Judith Childress
 Byrl Taylor
 Scott Gaeser
 R. Schaefer Oglesby

Staff Members present: Tammie H. Jones, Education Administrator

The meeting was called to order at 3:07 p.m.

Motion was made and seconded to approve the agenda.

The following actions were taken:

A. 3 new proprietary school applications were approved:

1. Superior Real Estate School, Fredericksburg, VA
 Contact Person: Laurie Fetsko
2. Training Learning Certification, Inc., Falls Church, VA
 Contact Person: Mark Dewey
3. Liz Moore University, LLC, Newport News, VA
 Contact Person: Donna Moyer

B. 44 continuing education course applications were approved, of these courses:

 2 previously approved courses offered by approved schools were approved.

1. 56168 Foreclosures & the Instruments of Real Estate Finance, 4 hrs Real Estate related, Provident School of Real Estate (**review of instructors**)

2. 56170 Fair Housing, 3 hrs fair housing,
Provident School of Real Estate (**review of
instructors**)

42 original applications for courses offered by approved schools were approved.

1. 56114 Ninja Selling 1, 8 hours Real Estate
Related, NVAR
2. 56116 Ninja Selling 2, 8 hours Real Estate
Related, NVAR
3. 56118 Risk Reduction for Realtors, 2 hours
Real Estate Related, Richmond Association
of Realtors (RAR)
4. 56124 Real Estate Agent/Mortgage Professional,
4 hours Real Estate Related, Dearborn
5. 56125 The Settlement Process, 4 hours Real
Estate Related, Fairfax Realty Training
Academy
6. 56127 What's Going on in Your Backyard?, 3 hours
real estate related, Prince William Assoc
of Realtors (PWAR)
7. 56131 Mastering the Art of Selling New Homes,
Real Estate III School of Real Estate
8. 56134 Seniors Real Estate Specialist, 7 hrs real
estate related, Long & Foster Institute of
Real Estate
9. 56135 Foreclosure Opportunities for Buyers-
Clients, 7 hrs real estate related,
RAR
10. 56139 Home From Work, 3 hrs real estate related,
RAR
11. 56141 Fundamentals of Real Estate Technology, 7
hrs real estate related, RAR
12. 56144 Digital Cameras & MLS Photography, 2 hrs
real estate related, RAR
13. 56149 Making Advertising and MLS Work for You, 2
hrs real estate related, Central VA School
of Real Estate
14. 56154 Real Estate Agency, 3 hrs real estate
agency, Educational Svcs., Inc.
15. 56156 Real Estate Agency (CRP), 3 hrs real
estate agency, Educational Svcs., Inc.
16. 56158 Ethics and Standards of Conduct, 3 hrs
ethics, Educational Svcs., Inc.

17. 56160 Ethics and Standards of Conduct (CRP), 3 hrs ethics, Educational Svcs., Inc.
18. 56162 Understanding the Loan Process, 2 hrs real estate related, Williamsburg Real Estate School
19. 56164 Fair Housing Act Seminar, 1 hr real estate related, MBH Settlement Group
20. 56166 Understanding Your Upcoming Virginia Transaction, 3 hrs real estate related, MBH Settlement Group
21. 56173 Dealing With Limited Service Brokers, 2 hrs Limited Service Agency, Dulles Area Real Estate School
22. 56175 Accredited Buyer Representative, 3 hrs Agency, 8 hrs Real Estate Related, Coldwell Banker
23. 56177 Rose & Womble Listing Process, 3 hrs Real Estate Related, Alpha College of Real Estate
24. 56179 Rose & Womble CMA, 4 hrs Real Estate Related, Alpha College of Real Estate
25. 56182 Rose & Womble Counseling the Buyer, 3 hrs Real Estate Related, Alpha College of Real Estate
26. 56184 RS 210: Building an Exceptional Customer Service Referral Business, 8 hrs Real Estate Related, Virginia Association of Realtors (VAR)
27. 56187 Property Disclosure: The Real Estate Professional's Guide to Reducing Risk, 2 hrs Real Estate Related, VAR
28. 56190 Mock IFF Hearing 2007, 2 hrs Legal Updates, VAR
29. 56192 Legal Update, 1 hr legal updates, VAR
30. 56194 Legal Update, 2 hrs legal updates, VAR
31. 56196 2007 Ethics Seminar, 1 hr Ethics and Standards of Conduct, VAR
32. 56198 2007 Ethics Seminar, 2 hrs Ethics and Standards of Conduct, VAR
33. 56200 2007 Ethics Seminar, 3 hrs Ethics and Standards of Conduct, VAR
34. 56202 2007 Professional Standards Seminar, 3 hrs Ethics and Standards of Conduct, 3 hrs Real Estate Related, VAR
35. 56205 CRS 202: Effective Buyer Sales Strategies, 8 hrs Real Estate Related, VAR

36. 56208 CRS 204: Creating Wealth Through Residential Real Estate Investments, 8 hrs Real Estate Related, VAR
37. 56211 Customers That Last a Lifetime, 2 hrs Real Estate Related, VAR
38. 56213 Ethics in Today's Real Estate World, 3 hrs Ethics & Standards of Conduct, VAR
39. 56215 Investments: Turning the Key to Wealth, 2 hrs Real Estate Related, VAR
40. 56217 Lending's Fine Lines: Creative Financing or Predatory Pitfalls, 2 hrs Real Estate Related, VAR
41. 56219 Positioning for a Changing Market, 2 hrs Real Estate Related, VAR
42. 56221 Recruit and Select to Excellence and Profits, 6 hrs Real Estate Related, VAR

C. 54 original applications for courses offered by approved schools for Post Education were approved.

2 previously approved courses offered by approved schools were approved.

1. 56169 Other Real Estate Related (Foreclosures & the Instruments of Real Estate Finance, 4 hrs Residential Real Estate Elective Topics, Provident School of Real Estate **(review of instructors)**)
2. 56171 Fair Housing, 3 hrs Residential Real Estate Mandatory Topics, Provident School of Real Estate **(review of instructors)**

52 original application for courses offered by approved schools were approved.

1. 56115 Other Real Estate Related (Ninja Selling 1), 4 hours Residential Real Estate Elective Topics, NVAR
2. 56117 Other Real Estate Related (Ninja Selling 2), 4 hours Residential Real Estate Elective Topics, NVAR
3. 56119 Other Real Estate Related (Risk Reduction for Realtors), 2 hours Residential Real Estate Elective Topics, Richmond Association of Realtors
4. 56126 Other Real Estate Related (The Settlement Process), 4 hours Residential Real Estate

- Elective Topics, Fairfax Realty Training Academy
5. 56128 Other Real Estate Related (What's Going on in Your Backyard?), 3 hrs Residential Real Estate Elective Topics, PWAR
 6. 56132 Other Real Estate Related (Mastering the Art of Selling New Homes), 4 hrs Residential Real Estate Elective Topics, Real Estate III School of Real Estate
 7. 56133 Other Real Estate Related (Making Advertisement and MLS Work for You), 2 hrs Residential Real Estate Elective Topics, Central VA School of Real Estate
 8. 56136 Finance (ABR Elective: Foreclosure Opportunities for Buyers-Clients), 4 hrs Residential Real Estate Elective Topics, RAR
 9. 56137 Selling Process (ABR Elective: Foreclosure Opportunities for Buyers-Clients), 4 hrs Residential Real Estate Elective Topics, RAR
 10. 56138 Finance (Renovation Finance), 4 hrs Residential Real Estate Elective Topics, RAR
 11. 56140 Selling Process (Home From Work), 3 hrs Residential Real Estate Elective Topics, RAR
 12. 56142 Technology (CRS 106: Fundamentals of Real Estate Technology), 4 hrs Residential Real Estate Elective Topics, RAR
 13. 56143 Other Real Estate Related, (CRS 106: Fundamentals of Real Estate Technology), 3 hrs Residential Real Estate Elective Topics, RAR
 14. 56145 Technology (Digital Cameras & MLS Photography), 2 hrs Residential Real Estate Elective Topics, RAR
 15. 56150 Real Estate Law, 3 hrs Residential Real Estate Mandatory Topics, Educational Svcs.
 16. 56151 Real Estate Law (CRP), 3 hrs Residential Real Estate Mandatory Topics, Educational Svcs.
 17. 56152 Offer to Purchase, 3 hrs Residential Real Estate Mandatory Topics, Educational Svcs.
 18. 56153 Offer to Purchase (CRP), 3 hrs Residential Real Estate Mandatory Topics, Educational Svcs.

19. 56155 Agency Law, 3 hrs Residential Real Estate Mandatory Topics, Educational Svcs.
20. 56157 Agency Law (CRP), 3 hrs Residential Real Estate Mandatory Topics, Educational Svcs.
21. 56159 Ethics and Standards of Conduct/Current Industry Issues and Trends, 3 hrs Residential Real Estate Mandatory Topics, Educational Svcs.
22. 56161 Ethics and Standards of Conduct/Current Industry Issues and Trends (CRP), 3 hrs Residential Real Estate Mandatory Topics, Educational Svcs.
23. 56163 Finance (Understanding the Loan Process), 2 hrs Residential Real Estate Elective Topics, Williamsburg Real Estate School
24. 56165 Other Real Estate Related (Fair Housing Act Seminar), 1 hr Residential Real Estate Elective Topic, MBH Settlement
25. 56167 Other Real Estate Related (Understanding Your Upcoming Virginia Transaction), 3 hrs Residential Real Estate Elective Topic, MBH Settlement
26. 56174 Limited Service Agency (Dealing With Limited Service Brokers), 2 hrs Residential Real Estate Mandatory Topics, Dulles Area Real Estate School
27. 56176 Agency Law (Accredited Buyer Representative), 3 hrs Residential Real Estate Mandatory Topics, Coldwell Banker
28. 56178 Other Real Estate Related (Rose & Womble Listing Process), 3 hrs Residential Real Estate Elective Topics, Alpha College of Real Estate
29. 56180 Other Real Estate Related (Rose & Womble CMA), 4 hrs Residential Real Estate Elective Topics, Alpha College of Real Estate
30. 56181 Business Planning (Rose & Womble Proactive Prospecting), 4 hrs Residential Real Estate Elective Topics, Alpha College of Real Estate
31. 56183 Other Real Estate Related, (Rose & Womble Counseling the Buyer), 3 hrs Residential Real Estate Elective Topics, Alpha College of Real Estate

32. 56185 Business Planning (RS 210: Building an Exceptional Customer Service Referral Business), 4 hrs Residential Real Estate Elective Topics, VAR
33. 56186 Other Real Estate Related (RS 210: Building an Exceptional Customer Service Referral Business), 4 hrs Residential Real Estate Elective Topics, VAR
34. 56188 Other Real Estate Related (Property Disclosure: The Real Estate Professional's Guide to Reducing Risk), 2 hrs Residential Real Estate Elective Topics, VAR
35. 56189 Business Planning (Business Planning & Marketing), 2 hrs Residential Real Estate Elective Topics, VAR
36. 56191 Other Real Estate Related (Mock IFF Hearing 2007), 2 hrs Residential Real Estate Elective Topics, VAR
37. 56193 Other Real Estate Related (Legal Update), 1 hr Residential Real Estate Elective Topics, VAR
38. 56195 Other Real Estate Related (Legal Update), 2 hrs Residential Real Estate Elective Topics, VAR
39. 56197 Other Real Estate Related (2007 Ethics Seminar), 1 hr Residential Real Estate Elective Topics, VAR
40. 56199 Other Real Estate Related (2007 Ethics Seminar), 2 hrs Residential Real Estate Elective Topics, VAR
41. 56201 Ethics and Standards of Conduct/Current Industry Issues and Trends (2007 Ethics Seminar), 3 hrs Residential Real Estate Mandatory Topics, VAR
42. 56203 Ethics and Standards of Conduct/Current Industry Issues and Trends (2007 Professional Standards Seminar), 3 hrs Residential Real Estate Mandatory Topics, VAR
43. 56204 Other Real Estate Related (2007 Professional Standards Seminar), 3 hrs Residential Real Estate Elective Topics, VAR
44. 56206 Selling Process (CRS 202: Effective Buyer Sales Strategies), 4 hrs Residential Real Estate Elective Topics, VAR

45. 56207 Other Real Estate Related (CRS 202: Effective Buyer Sales Strategies), 4 hrs Residential Real Estate Elective Topics, VAR
46. 56209 Finance (CRS 204: Creating Wealth Through Residential Real Estate Investments), 4 hrs Residential Real Estate Elective Topics, VAR
47. 56210 Other Real Estate Related (CRS 204: Creating Wealth Through Residential Real Estate Investments), 4 hrs Residential Real Estate Elective Topics, VAR
48. 56212 Other Real Estate Related (Customers That Last a Lifetime), Residential Real Estate Elective Topics, VAR
49. 56214 Ethics and Standards of Conduct/Current Industry Issues and Trends (Ethics in Today's Real Estate World), 3 hrs Residential Real Estate Mandatory Topics, VAR
50. 56216 Finance (Investments: Turning the Key to Wealth), Residential Real Estate Elective Topics, VAR
51. 56218 Finance (Lending's Fine Lines: Creative Financing or Predatory Pitfalls), 2 hrs Residential Real Estate Elective Topics, VAR
52. 56220 Other Real Estate Related (Positioning for a Changing Market), 2 hrs Residential Real Estate Elective Topics, VAR

D. 8 pre-licensing instructor applications were approved.

1. Karen Renee Gear
2. Regina Renee Scott
3. Donald DeEragga
4. Elizabeth Bigford Moore
5. Donna L. Moyer
6. David Brian Rudolph
7. Brian Lytle
8. Howard Williams, Jr.

1 pre-licensing instructor application was not approved, due to lack of expertise.

1. Janice Fisher

E. 7 continuing education instructors were approved for a previously approved course.

1. **Cynthia Fox**, #54717, Borrow Smart, Kendall Todd, Inc
2. **Alton Duncanson**, #54467, Fair Housing & Diversity in Relocation, Worldwide ERC Training Institute
3. **Trevelyn Otts**, #53303, 16 Hours of Continuing Education, Housing Consultants Real Estate School
4. **Julius Sarkodee-Addoo**, #53303, 16 Hours of Continuing Education, Housing Consultants Real Estate School
5. **Dr. Michelle Rucker**, #53303, 16 Hours of Continuing Education, Housing Consultants Real Estate School
6. **Cynthia De Guzman**, 55267/55268, Rose & Womble Backward and Forward - Know Your Contracts, Alpha College of Real Estate
7. **Hope Roots**, 52201/52202 Working with Sellers, 52205/52206 Contracts, 52359/52360 Land Use, 52196/52197 Real Estate Law, Alpha College of Real Estate

F. Other Business

Email re: abuse of online courses – The matter was discussed with no action taken.

December 15, 2006 Letter from Real Estate Educators Assoc. – A representative from the association will be invited to attend a meeting and make a presentation re: the Distinguished Real Estate Instructor (DREI) designation.

Request from Class Act Real Estate Education Center for retroactive approval of course 55914/55915. Request approved.

G. Public Comment

A request was made to allow credit for post license education courses completed within 30 days prior to the salesperson license being issued. The committee reiterated that the law pertaining to post license education requires the license to be obtained prior to completing the education.

There being no further business nor public comment, the meeting adjourned at 4:15 p.m.



Schaefer Oglesby, Chairman



Jay W. DeBoer, Secretary